

Message Text

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COM:ALP BDNEUHART
COM:ALP DFSULLIVAN
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NEA:AFUBS (PHONE)

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TO AMCONSUL BOMBAY
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AMEMBASSY COLOMBO
AMEMBASSY DACCA
AMEMBASSY ISLAMABAD
AMEMBASSY KABUL
AMCONSUL KARACHI
AMEMBASSY KATHMANDU
AMCONSUL LAHORE
AMCONSUL MADRAS
AMEMBASSY NEW DELHI

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SUBJECT:REVISION OF TENTATIVE AGENDA FOR NEW DELHI
ECONOMIC AND COMMERCIAL CONFERENCE APRIL 10-13, 1978

REF: STATE 031199; STATE 48865
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1. FOLLOWING IS THE TENTATIVE AGENDA FOR THE NEW DELHI
ECONOMIC AND COMMERCIAL CONFERENCE, APRIL 10-13, 1978.
ATTENDING OFFICERS ARE URGED TO EXAMINE THOROUGHLY THE
SCHEDULE FOR THEIR SPEAKING, MODERATOR AND RAPPORTEUR
ASSIGNMENTS. WHERE POSSIBLE, REQUESTS FOR PARTICIPATION
IN PARTICULAR SESSIONS WERE HONORED.

MONDAY, APRIL 10, 1978

1830-2000 -- RECEPTION HOSTED BY AMBASSADOR GOHEEN

TUESDAY, APRIL 11, 1978

INTRODUCTIONS TO BE MADE BY CO-CHAIRPERSON BETTY D. NEUHART.

0815-0830 -- CO-CHAIRPERSON BETTY D. NEUHART CALLS MEETING TO ORDER/ADMINISTRATIVE ANNOUNCEMENTS.

0820-0835 -- AMBASSADOR'S WELCOMING REMARKS - AMBASSADOR GOHEEN

0835-0845 -- PRESENTATION ON CONFERENCE OBJECTIVES - LISBETH K. GODLEY, DEPUTY ASSISTANT SECRETARY FOR ADMINISTRATIVE AND LEGISLATIVE POLICY, INDUSTRY AND TRADE ADMINISTRATION, U.S. DEPARTMENT OF COMMERCE.

0845-0915 -- U.S. POLITICAL AND ECONOMIC RELATIONS WITH SOUTH ASIA
SPEAKER - ADOLPH DUBS, DEPUTY ASSISTANT SECRETARY FOR SOUTH ASIAN AFFAIRS, BUREAU OF NEAR EAST AND SOUTH ASIAN AFFAIRS, U.S. DEPARTMENT OF STATE.
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RAPPORTEUR - JOHN J. SULLIVAN

0915-0930 -- DISCUSSION

0930-1000 -- RECENT LEGISLATIVE INITIATIVES
SPEAKER - LISBETH K. GODLEY, DEPUTY ASSISTANT SECRETARY
RAPPORTEUR - GARY D. DEVIGHT
PRESENTATION WILL BEGIN WITH A REVIEW OF THE U.S. ECONOMY, AND WILL COVER SECTION 911 OF THE TAX CODE, U.S. POLICY ON QUESTIONABLE PAYMENTS, AND THE ROTH-RIBICOFF BILL.

1000-1030 -- DISCUSSION

1030-1100 -- BREAK - GROUP PHOTO

1100-1130 -- INTERNATIONAL ECONOMIC CHALLENGES
SPEAKER - ALBERT L. ZUCCA, DIRECTOR, OFFICE OF COMMERCIAL AFFAIRS, BUREAU OF ECONOMIC AND BUSINESS AFFAIRS, U.S. DEPARTMENT OF STATE
RAPPORTEUR - JOHN P. SPILLANE

1130-1200 -- DISCUSSION

1200-1330 -- LUNCH

1330-1400 -- REORGANIZATION OF THE BUREAU OF EXPORT

DEVELOPMENT

SPEAKER - VERNON C. STANSBURY, DEPUTY DIRECTOR, BUREAU OF
EXPORT DEVELOPMENT, INDUSTRY AND TRADE ADMINISTRATION,
U.S. DEPARTMENT OF COMMERCE.

RAPPORTEUR - SAMUEL R. PEALE

1400-1445 -- PRESENTATION ON EXPORT STIMULATION PROGRAMS

SPEAKER - RICHARD GARNITZ, PROPOSED DIRECTOR, OFFICE OF
EXPORT STIMULATION/BED

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RAPPORTEUR - L. RICHARD JACKSON

1445-1545 -- WORKSHOPS ON EXPORT STIMULATION PROGRAMS -
BOTH ARE PANELS OF THE WHOLE, CHAIRED BY THE FSO LISTED
FIRST.

1) WORKSHOP ON EXPORT INFORMATION PROGRAMS - ROBERT
ROSSELOT, LAWRENCE KENNON, LARRY THOMPSON, PHILIP WILCOX,
EDWARD BRYANT, JOHN SULLIVAN, AND SAMUEL PEALE.

RAPPORTEUR - JON M. GIBNEY

WORKSHOP WILL COVER WORLD TRADERS DATA REPORTS, FOREIGN
TRADERS INDEX, AGENT/DISTRIBUTOR SERVICE, TRADE INQUIRIES/
DISPUTES, AND THE EXPORTER/AGENT INFORMATION SYSTEM.

2) WORKSHOP ON PROGRAMS FOR SELLING U.S. PRODUCTS AND
SERVICES - PETER LYDON, NATALE BELLOCCHI, CARROLL L. FLOYD
RICHARD JACKSON, CHRISTOPHER N. DARLINGTON, GARY DEVIGHT,
JOHN SPILLANE; RAPPORTEUR - THOMAS OPILA
WORKSHOP WILL COVER MAJOR PROJECTS, TRADE OPPORTUNITIES
PROGRAM, FOREIGN BUYERS PROGRAM, MAJOR PRODUCT SALES, AND
INVESTMENT OPPORTUNITIES.

1545-1615 -- BREAK

1615-1645 -- REPORTS FROM WORKSHOPS ON EXPORT STIMULATION
PROGRAMS

CHAIRPERSON FROM EACH WORKSHOP WILL PRESENT A TEN MINUTE
SUMMATION COVERING SIGNIFICANT ISSUES DISCUSSED AND THE
EFFECT ON U.S. TRADE IN SOUTH ASIA. THE REMAINING TEN
MINUTES WILL BE RESERVED FOR GENERAL DISCUSSION OF THE
REPORTS.

RAPPORTEUR - PHILIP C. WILCOX, JR.

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1645-1725 -- UTILIZATION AND MANAGEMENT OF POST RESOURCES

MODERATOR - CARROLL L. FLOYD

SPEAKERS - RICHARD JACKSON, GARY DEVIGHT

RAPPORTEUR - LARRY C. THOMPSON
PANEL WILL COVER THE POST RESOURCE PLANNING PROCESS AND
DOCUMENTATION, AND WHERE APPLICABLE, THE CCP/CAP, FOR
THEIR RESPECTIVE POSTS. THIS INCLUDES MANAGEMENT OF
PERSONNEL AND FISCAL RESOURCES.

1725-1730 -. ASSIGNMENT: POST INITIATIVES TO IMPROVE
TRADE PROGRAMS
SPEAKER - BETTY D. NEUHART

WEDNESDAY, APRIL 12, 1978
INTR IONS TO BE MADE BY CO-CHAIRPERSON ALBERT L.
ZUCCA
0825-0830 -- CO-CHAIRPERSON ALBERT ZUCCA CALLS MEETING

TO ORDER/ADMINISTRATIVE ANNOUNCEMENTS

0830-0900 -- COMMERCE'S ACTIVITY IN THE FIELD OF INTERNA-
TIONAL RESOURCE MANAGEMENT
SPEAKER - BETTY D. NEUHART, DIRECTOR, COMMERCIAL
REPRESENTATION STAFF/ALP/DEPARTMENT OF COMMERCE
RAPPORTEUR - L. RICHARD JACKSON

0900-0930 -- DISCUSSION

0930-1000 -- "FSO/DISTRICT OFFICE TRADE SPECIALIST - SAME
JOB, DIFFERENT PERSPECTIVE"
SPEAKER - GAYLE SHELTON, DIRECTOR, BIRMINGHAM DISTRICT
OFFICE, BUREAU OF FIELD OPERATIONS, DEPARTMENT OF
COMMERCE.
RAPPORTEUR - EDWARD W. M. BRYANT

1000-1030 -- DISCUSSION
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1030-1100 -- BREAK

1100-1145 -- U.S. TRADE POLICY - GSP, MTN, BILATERAL TRADE
POLICY AND U.S. PROTECTIONIST MEASURES/ATMOSPHERE
SPEAKER - ROGER C. SEVERANCE, DEPUTY DIRECTOR, OFFICE OF
COUNTRY AFFAIRS, BUREAU OF INTERNATIONAL ECONOMIC POLICY
AND RESEARCH, DEPARTMENT OF COMMERCE
RAPPORTEUR - THOMAS F. OPILA
THE PORTION OF THE PRESENTATION DEVOTED TO U.S. TRADE
POLICY AND TRADE BARRIERS TO U.S. SALES WILL COVER: THE
CURRENT STATUS AND FUTURE WORK PROGRAM OF THE MTN,
INCLUDING DISCUSSION OF POST SUPPORT TO THE NEGOTIATIONS;
U.S. POLICY WITH REGARD TO TARIFFS AND NON-TARIFF
BARRIERS FACING U.S. EXPORTERS IN THE REGION; AND THE
ISSUE OF U.S. PROTECTIONISM -- PERCEPTIONS AND REALITIES.
THE PRESENTATION ON THE OFFICE OF COUNTRY AFFAIRS WILL

COVER THE ORGANIZATION AND FUNCTIONS OF THIS RECENTLY
ESTABLISHED OFFICE.

1145-1215 -- DISCUSSION

1215-1345 -- LUNCH

1345-1430 -- PRESENTATION ON NEW TRADE PROMOTION PROGRAMS
AND OBJECTIVES

SPEAKER - MERRITT E. FREEMAN, PROPOSED DIRECTOR, OFFICE
OF TRADE PROMOTION/BED

RAPPORTEUR - GARY D. DEVIGHT

1430-1530 -- WORKSHOPS ON TRADE PROMOTION PROGRAMS - BOTH
ARE PANELS OF THE WHOLE CHAIRED BY THE FSO LISTED FIRST.

1) WORKSHOP ON EXHIBIT AND NON-EXHIBIT ACTION PROGRAMS -
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EDWARD W. M. BRYANT, NATALE BELLOCCHI, LARRY THOMPSON,
ROBERT ROSSELOT, CHRISTOPHER DARLINGTON, ,ETER ' . LYDO4,
JOHN SPILLANE.

RAPPORTEUR - THOMAS OPILA

WORKSHOP WILL COVER TRADE MISSIONS, TRADE FAIRS, CATALOG
SHOWS/AND VIDEO CATALOG EXHIBITIONS.

2) WORKSHOP ON INFORMATION PROGRAMS - JOHN SULLIVAN,
LAWRENCE KENNON, CARROLL FLOYD, PHILIP WILCOX, RICHARD
JACKSON, JON GIBNEY, GARY DEVIGHT
RAPPORTEUR - SAMUEL R. PEALE
WORKSHOP WILL COVER EXPORT COUNSELING SERVICES, THE
INTERNATIONAL MARKETING INFORMATION SYSTEM, AND THE
EVALUATIVE ASSISTANCE RENDERED BY MARKET RESEARCH.

1530-1600 -- BREAK

1600-1630 -- REPORTS FROM WORKSHOPS ON TRADE PROMOTION
PROGRAMS
CHAIRPERSON FROM EACH WORKSHOP WILL PROVIDE A TEN MINUTE
SUMMARY OF THE SIGNIFICANT ISSUES DISCUSSED AND THEIR
EFFECT ON TRADE PROMOTION ACTIVITIES IN SOUTH ASIA. THE
REMAINING TIME WILL BE RESERVED FOR GENERAL DISCUSSION
OF THE REPORTS.
RAPPORTEUR - JOHN P. SPILLANE

1630-1730 -- IMPACT OF TRILATERAL ARRANGEMENTS AND THIRD
COUNTRY COMPETITION ON U.S. TRADE

1) TRILATERAL BUSINESS VENTURES

SPEAKERS - L. RICHARD JACKSON, LARRY C. THOMPSON

RAPPORTEUR - CARROLL L. FLOYD

PRESENTATION TO INCLUDE, BUT NOT BE LIMITED TO: INVOLVE-
MENT OF U.S. BUSINESS, AND THE PRIORITIES/LIMITATIONS ON

POST AID IN SUCH VENTURES.

2) MIXING OF AID AND EXPORT FINANCING BY THIRD COUNTRY
COMPETITORS
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SPEAKERS - LAWRENCE J. KENNON, PHILIP C. WILCOX, JR.
RAPPORTEUR - ROBERT E. ROSSELOT
PRESENTATIONS TO INCLUDE, BUT NOT BE LIMITED TO:
OPPORTUNITIES EXISTING IN SOUTH ASIA FOR THIS KIND OF
ACTIVITY AND THE EXTENT THAT OTHER COUNTRIES ARE USING
THIS TO THEIR ADVANTAGE.
PRESENTATIONS BY EACH SPEAKER SHOULD LAST ABOUT TEN
MINUTES. THE REMAINING TIME WILL BE RESERVED FOR A
GENERAL DISCUSSION MODERATED BY DAVID T. MORRISON,
COMMERCIAL COORDINATOR, BUREAU OF NEAR EAST AND SOUTH
ASIAN AFFAIRS, DEPARTMENT OF STATE.

THURSDAY, APRIL 13, 1878

INTRODUCTIONS TO BE MADE BY CO-CHAIRPERSON BETTY D.
NEUHART

0825-0830 -- CO-CHAIRPERSON BETTY NEUHART CALLS MEETING
TO ORDER/ADMINISTRATIVE ANNOUNCEMENTS

0830-0900 -- THE STATE DEPARTMENT'S PERSPECTIVE ON THE
COMMERCIAL FUNCTION
SPEAKER - ALBERT L. ZUCCA
RAPPORTEUR - JON M. GIBNEY
DISCUSSION OF JOINT COMMERCIAL POLICY AND IMPORTANCE OF
FIELD PARTICIPATION IN THE MANAGEMENT OF PROGRAMS AND
RESOURCES.

0900-0930 -- DISCUSSION

0930-1000 -- PRESENTATION ON OPIC PROGRAMS
SPEAKER - JOHN K. CULMAN, DEPUTY VICE PRESIDENT FOR
FINANCE, OPIC
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RAPPORTEUR - LARRY C. THOMPSON

1000-1015 -- DISCUSSION

1015-1045 -- BREAK

1045-1130 -- FINANCING INTERNATIONAL TRADE
SPEAKERS, CARROLL L. FLOYD, NATALE H. BELLOCCH?, AD

REPRESENTATIVES FROM LOCAL COMMERCIAL BANKS, AS AVAILABLE.

RAPPORTEUR - CHRISTOPHER N. DARLINGTON

1130-1200 -- DISCUSSION

1200-1330 -- LUNCH

1330-1400 -- NORTH/SOUTH DEVELOPMENTS INCLUDING TECHNOLOGY TRANSFER

SPEAKERS - JOHN P. SPILLANE, WILLIAM RAU, EB/OCA

RAPPORTEUR - THOMAS F. OPILA

PRESENTATION WILL COVER THE NON-ALIGNED MINISTERIAL CONFERENCE, COLOMBO '77, AND THE CURRENT POLICY ON TECHNOLOGY TRANSFER. 1400-1430 - DISCUSSION

1430-1530 -- UNSTRUCTURED TIME FOR FSOS TO CONSULT ON TOPICS OF THEIR OWN SELECTION.

1530-1600 -- BREAK

1600-1630 -- POST INITIATIVES TO IMPROVE TRADE PROGRAMS

SPEAKERS - ROBERT E. ROSSELOT, EDWARD W. M. BRYANT, L. RICHARD JACKSON

MODERATOR - SAMUEL R. PEALE

RAPPORTEUR - JOHN J. SULLIVAN

SPEAKERS WILL EACH GIVE A TEN MINUTE COMPOSITE PRESENTATION ON IDEAS TENDERED TUESDAY, 1725 HOURS.

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1630-1645 -- DISCUSSION

1645-1730 -- CRITIQUE/RECOMMENDATIONS - PANEL OF THE WHOLE

MODERATOR - LISBETH K. GODLEY

RAPPORTEUR - PHILIP C. WILCOX, JR.

2. MAXIMUM USE HAS BEEN MADE OF AVAILABLE PERSONNEL FOR RAPPORTEUR DUTIES. WILLIAM RAU WILL DISCUSS RAPPORTEUR RESPONSIBILITIES TUESDAY MORNING.

3. ADVANCE INFORMATION PACKETS HAVE BEEN SENT TO EACH CONFERENCE PARTICIPANT. PLEASE BRING THE PACKETS TO THE CONFERENCE.

4. CONCERNING THE ASSIGNMENT ON POST INITIATIVES TO IMPROVE TRADE PROGRAMS, A PANEL WILL MEET THURSDAY TO DISCUSS LOCALLY-DEVELOPED IDEAS WHICH COULD IMPROVE TRADE PROGRAMS THROUGH ADAPTATION OR INNOVATION. ALL CONFERENCE PARTICIPANTS ARE ENCOURAGED TO CONTRIBUTE THEIR EXPERIENCES AND EXPERTISE ON ANY METHOD THAT HAS

BEEN, OR MIGHT BE, USED AT POST TO INCREASE THE EFFECTIVE-
NESS OF U.S. ECONOMIC OR COMMERCIAL PROGRAMS. PLEASE
SUBMIT YOUR RECOMMENDATIONS ON TUESDAY, APRIL 11 AT
1725 HOURS, PREFERABLY 4 COPIES, TYPED, FOR PANEL USE.

5. FOR NEW DELHI: WOULD APPRECIATE EMBASSY CHECKING
AVAILABILITY/COST FOR HIRE OF SECRETARY, APRIL 11-13. COOPER

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